

W. M. HARDWICK

EMMETT S. NEWTON

# Hardwick-Newton Company

A Company Organized For the Distribution in East Tennessee and Parts of North Georgia and North Alabama of the Celebrated Lalley-Light, U. S. and International Motor Trucks and Trailmobiles

**W**HILE this Company is new, the men behind it are pioneers in the automobile industry. Their years of experience in handling motor vehicles of all descriptions enables them to accurately judge durability and efficiency of commercial motor vehicles. The selection of the U. S. Motor Trucks and the International Motor Trucks was made after past performances had been investigated and thorough tests made. Likewise the Trailmobile was chosen for its durability and light draft. The Lalley-Light and Power Plant has proven itself the most economical and dependable electric light and power plant for the farm, and for that reason this Company secured the distribution for a large territory. Below we submit for your consideration a few brief points which commend the above products.

## Dealers Wanted

We want wide-awake, reliable dealers in each of the counties listed below. Those who can qualify may obtain a most attractive agency proposition.

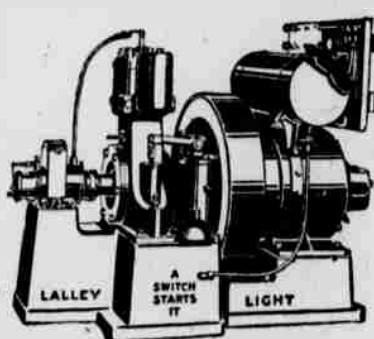
Write or wire us at once telling us your qualifications in detail.

## LALLEY-LIGHT

THE ELECTRIC LIGHT AND POWER FOR EVERY FARM

To the farmer, Lalley-Light and Power Plant means electric light and power from his own individual plant—at any hour of day or night. The farmer's need of electric light and power for the labor it saves and the comforts it brings has been emphasized a hundred-fold by war conditions.

Lalley-Light and Power Plant does much necessary work, saves much labor



on the farm—its power serves to pump water for house and barn, operate churns, washing machines, cream separators, electric irons, fans and all other electrical equipment.

The plant is most compact and sturdy in construction. Its quality throughout is the highest. Repairs and replacements are a rarity.

Ask us for full information.

## Demonstrations Given

We back every representation made in regard to any of the products we sell. If you are interested in any of our lines it will be a pleasure for us to give you a thorough demonstration.

## For Hard Work and Heavy Hauling—

### U. S. TRUCKS

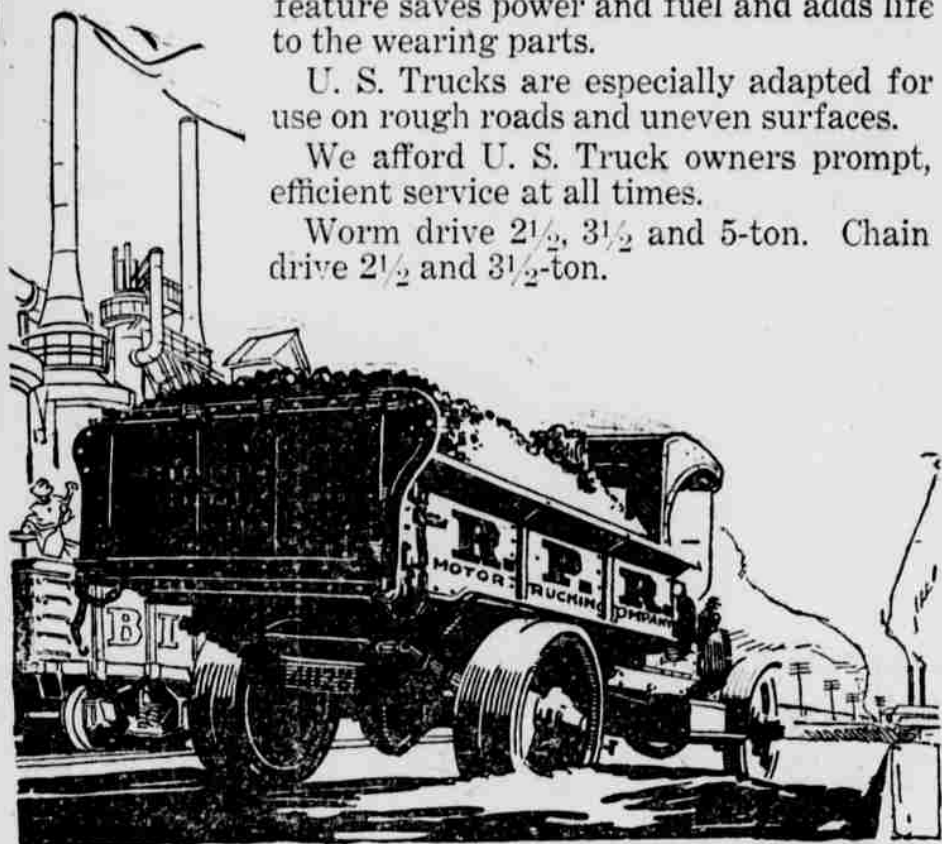
"One of the Five Best Trucks in America"

U. S. Trucks are massive, sturdy and strong. They are larger for their capacity rating than most trucks—more of the best material has been used in them. Yet this extra strength and durability does not increase operating and maintenance cost. The extra weight is more than compensated for by the economy that results from the use of the Floating Power Plant. By protecting the motor from undue strain and excess friction this exclusive U. S. feature saves power and fuel and adds life to the wearing parts.

U. S. Trucks are especially adapted for use on rough roads and uneven surfaces.

We afford U. S. Truck owners prompt, efficient service at all times.

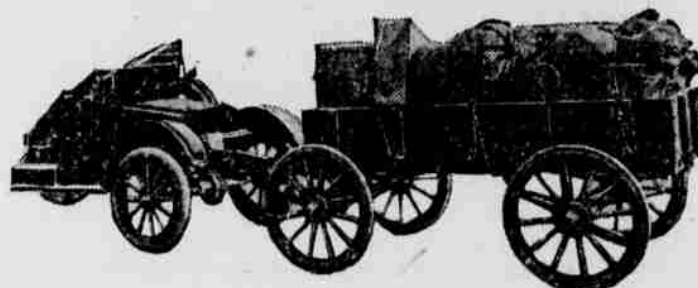
Worm drive 2½, 3½ and 5-ton. Chain drive 2½ and 3½-ton.



## Trailmobile

TRADE MARK REG. U.S. PAT. OFF.

### THE MOTORLESS MOTOR-TRUCK



There are scores of business concerns and farmers who really need a truck but not to such an extent that they can afford to spend a thousand dollars, or even half that amount, for a truck, and keep up a passenger motor car as well, who will find that a Trailmobile will meet their every requirement. For those who find themselves in this position, as well as those who need more truck capacity, the Trailmobile is ideal.

The Trailmobile is in every respect a motor truck with the exception of the power plant. It is easily attached to or detached from any pleasure car or truck.

As an example of its light draft a Ford pleasure car will pull a Trailmobile loaded with 2,000 to 3,000 pounds.

Ask us for catalog showing various styles of bodies and giving full information. Made in sizes ranging from 1,250 pounds to seven tons.

## INTERNATIONAL MOTOR TRUCKS

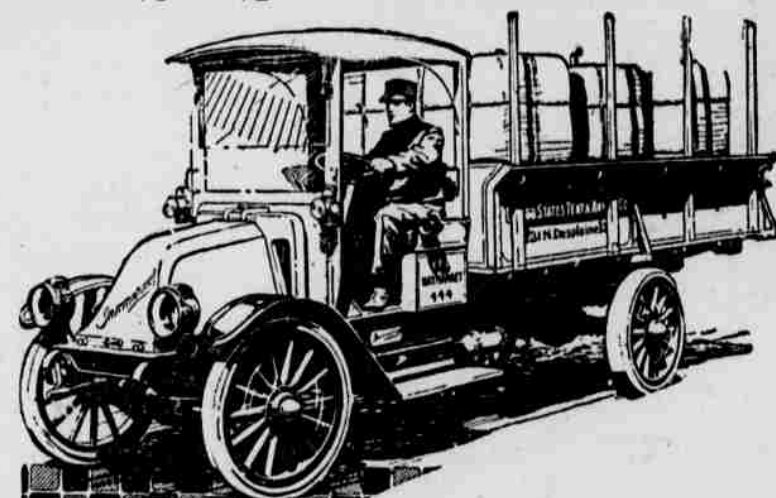
SAVE MONEY, TIME AND LABOR

The value of a motor truck is measured by the service it gives in proportion to the actual operating cost year by year.

One motor truck may sell at a low price and at the end of a year show a much greater cost for operating, per ton mile, than a truck that sells for twice as much.

International Motor Trucks have never been built with the idea of being sold at a low price. International engineers were instructed to design the best motor truck that could be built.

How well International designers succeeded is shown by the fact that the distribution of the International Truck is international. In every business—from truck gardening to manufacturing—from the retailer using a single unit to the big corporation using over six hundred Internationals—wherever motor trucks are used, there are Internationals. ¾, 1, 1½ and 2-ton capacities.



We have the exclusive distribution for Lalley-Light and Power Plants, U. S. and International Motor Trucks and Trailmobiles in the counties enumerated below under their respective headings:

### LALLEY-LIGHT

IN TENNESSEE: Johnson, Carter, Unicoi, Washington, Greene, Hawkins, Hancock, Claiborne, Grainger, Hamblen, Jefferson, Cocke, Sevier, Blount, Knox, Union, Campbell, Anderson, Morgan, Scott, Roane, Rhea, Cumberland, Fentress, Loudon, Monroe, McMinn, Meigs, Polk, Bradley, James, Hamilton, Bledsoe, VanBuren, Sequatchie, Grundy, Marion and White counties.

IN GEORGIA: Dade, Walker, Catoosa, Whitfield, Murray, Fannin and Gordon counties.

IN ALABAMA: DeKalb and Cherokee counties.

### TRAILMOBILES

IN TENNESSEE: Johnson, Sullivan, Carter, Unicoi, Washington, Greene, Hawkins, Hancock, Claiborne, Hamblen, Jefferson, Cocke, Sevier, Blount, Knox, Union, Campbell, Anderson, Morgan, Scott, Roane, White, Cumberland, Fentress, Pickett, Overton, Putnam, DeKalb, Jackson, Clay, Loudon, Monroe, McMinn, Meigs, Polk, Bradley, James, Hamilton, Rhea, Bledsoe, VanBuren, Warren, Sequatchie, Grundy and Marion counties.

IN ALABAMA: Jackson, Etowah, DeKalb and Cherokee counties.

### U. S. TRUCKS

IN TENNESSEE: Johnson, Carter, Unicoi, Washington, Greene, Hawkins, Hancock, Claiborne, Grainger, Hamblen, Jefferson, Cocke, Sevier, Blount, Knox, Union, Campbell, Anderson, Morgan, Scott, Roane, Cumberland, Fentress, Loudon, Monroe, McMinn, Meigs, Polk, Bradley, James, Hamilton, Rhea, Bledsoe, VanBuren, Sequatchie, Grundy, Marion and White counties.

IN GEORGIA: Dade, Walker, Catoosa, Whitfield, Murray, Fannin and Gordon counties.

IN ALABAMA: DeKalb and Cherokee counties.

### INTERNATIONAL TRUCKS

In Tennessee: Green, Hawkins, Hancock, south half of Grainger, Hamblen, Jefferson, Cocke, Sevier, Blount, Knox, Loudon, Monroe, McMinn, Marion, Sequatchie, Bledsoe and Meigs counties. In Georgia: Murray county.

# HARDWICK-NEWTON CO.

EMMETT S. NEWTON, General Manager

J. T. HENDON, Sales Manager

524-526 Market St.

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Knoxville, Tennessee